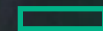


HPE Financial Services

Your Asset Management Partner



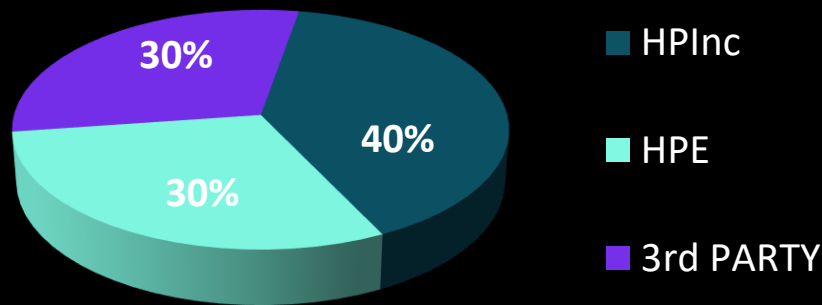
Hewlett Packard
Enterprise

HPE FINANCIAL SERVICES OVERVIEW & KEY NUMBERS

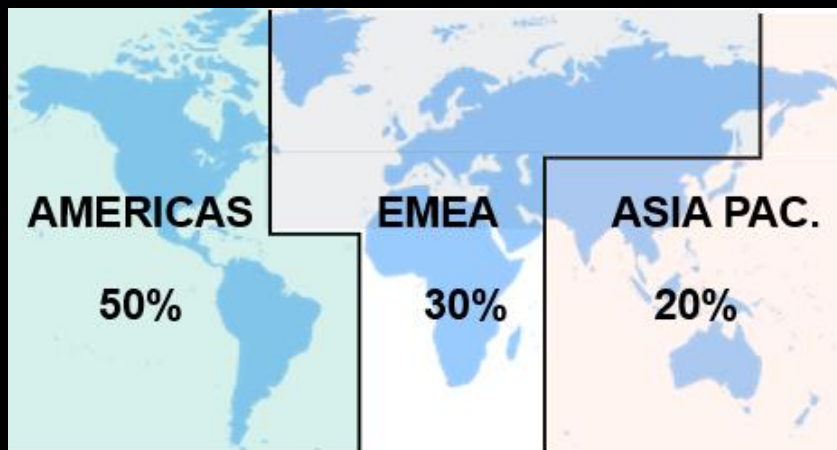
100% owned branch of HP Enterprise

- \$14 billion in portfolio assets
- \$7 billion in annual financing volume
- 1,500 employees
- Banking License
- Independent from Banks / real external source of capital

Multi-vendor/multi-technology financing



Multi-vendor/multi-technology financing



Financial lifecycle management services

- IT investment solution and Lifecycle Asset Management
- Multi brand RV Lease, Financing, Direct or “aaS” structure
- Sale and Lease Back
- Asset Upcycling Services
- Return Logistics, Data Wipe, recycling, Asset disposal
- Refurbish and Short Term Rental
- 4M units on 2nd markets managed annually

HPEFS - 30 YEARS OF MANAGING IT ASSETS

At a Glance

- \$14B in assets managed WW, with a residual value of almost \$2B
- Manages return, remanufacturing, remarketing and recycling

Reverse logistics

Pack and ship HW to HPEFS

Chain of Custody

From pick-up to remarketing/
recycling

Serialized
asset tracking

Data security

Data wiping
Secure logistics
Secure warehousing
Onsite data
destruction

Upcycling

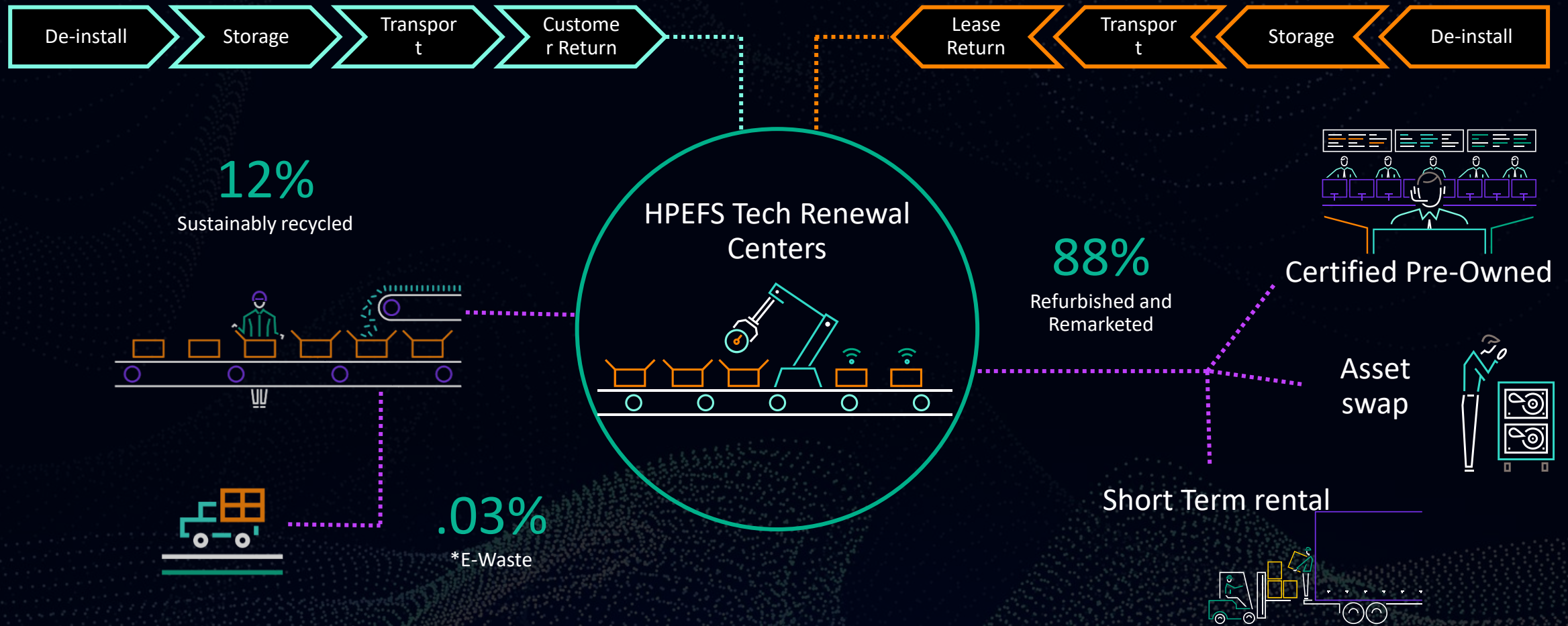
Remarketing/reuse
Certified Pre-Owned Configured
Systems
Recycling the rest

Using the technical expertise to extend the life or repurpose IT for existing or a new clients

IT ASSET MANAGEMENT STRATEGY FOR YOUR ENTIRE IT ESTATE

Asset Upcycling Services

End-of-Lease IT Assets



VALUE ADD SERVICES PORTFOLIO

Programmes offered by HPEFS IT Asset Lifecycle to help customers get additional value from IT:

Asset Upcycling Services

More than just IT equipment removal, Asset Upcycling Services include data security, standards for environmentally responsible removal and recycling, and consistent support process around the world.

Virtual warehouse Services

By centralizing testing and warehousing of decommissioned IT assets, HPEFS can provide the ability to store, update and redeploy unused or legacy assets at HPEFS' warehouse to support future needs at customer sites

Proof of Concept Enablement

Having a flexible pool of IT technology assets that can be deployed and redeployed for the purposes of demonstrating a design concept for OEMs and application vendors.

1

2

3

4

5

70%
Legacy systems
maintenance



30%
Innovation

According to Forrester, new project spending includes 25-30% of tech budgets firms dedicated to creating new tech capabilities with 70% spent on maintaining legacy systems.*

Certified Pre-Owned Equipment

Reliable, certified pre-owned IT equipment can help customers extend the life of legacy systems. The entire HPE portfolio of equipment is available, including systems between 18 months up to 25 years old.

Data Center Consolidation

HPEFS can deliver pre-configured, customized systems, leveraging engineering and configuration capabilities to streamline the move or consolidation of data centers.

*Forrester, The Global Tech Market Outlook For 2018 To 2019, January 2018

NEXT STEPS TO BEGIN YOUR IT ASSET ECONOMIC JOURNEY

Watch the Video



Watch this short video on HPE's approach to the Circular Economy

[HPE's Approach to the Circular Economy](#)

Read the Facts



Read the infographic to help self-assess your current IT asset management strategy

[Where are you sending your end-of-use IT assets?](#)

Take the Virtual Tour



Take a 360 Virtual tour of our state of the art Technology Renewal Centers

[Erskine virtual 360° TRC Tour](#)

Speak with an Expert



Speak to one of our asset upcycling consultants to learn how to get started

Ask your HPEFS representative today!

MERCI



Measure contribution to CE and hold yourself accountable

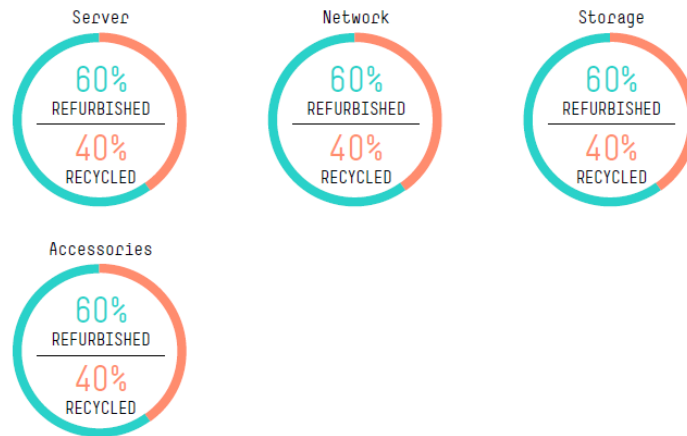


New Circular Economy Report available to HPE Financial Services Lease return and Asset Upcycling Services customers**

Your recovered items

Enterprise (units)

A summary of the items you returned and their final status as refurbished or recycled materials.



Enterprise (units)

PRODUCT TYPE	REFURBISHED	RECYCLED	TOTAL
Server	231	34	265
Network	231	34	265
Storage	231	34	265
Accessories	231	34	265
TOTAL	1383	689	2072

03 CIRCULAR ECONOMY REPORT | Customer XYZ

Savings

By refurbishing and recycling IT products with HPE Financial Services, you enhance productivity, capture new value from retired assets, and additionally, realize associated environmental benefits. The impact and savings you have achieved using our IT Asset Lifecycle solutions can be seen below.

13.5 tonnes
CO2 saved

This equals the average annual CO2 emission of **2861.3** cars.

51 MWh
energy saved

This equals the average annual energy consumption of **13.6** households.

1.5 m³
Waste kept from landfills

To store this at home, you would need **18.8** moving boxes.



Recycling

The rapid pace of innovation in electronic products and growing impacts of a "take, make, dispose" production and consumption cycle, are increasing the need for a circular economy. Below you can see representations depicting the recoverable raw material contained in the products you returned.

1.16 tonnes
plastic

This is the equivalent of **23,168** plastic bottles.

0.88 tonnes
non-ferrous metals

This is the equivalent of **2** commercial jet engines

1.52 tonnes
ferrous metals

This is the equivalent of **1.4** automobiles

04 CIRCULAR ECONOMY REPORT | Customer XYZ